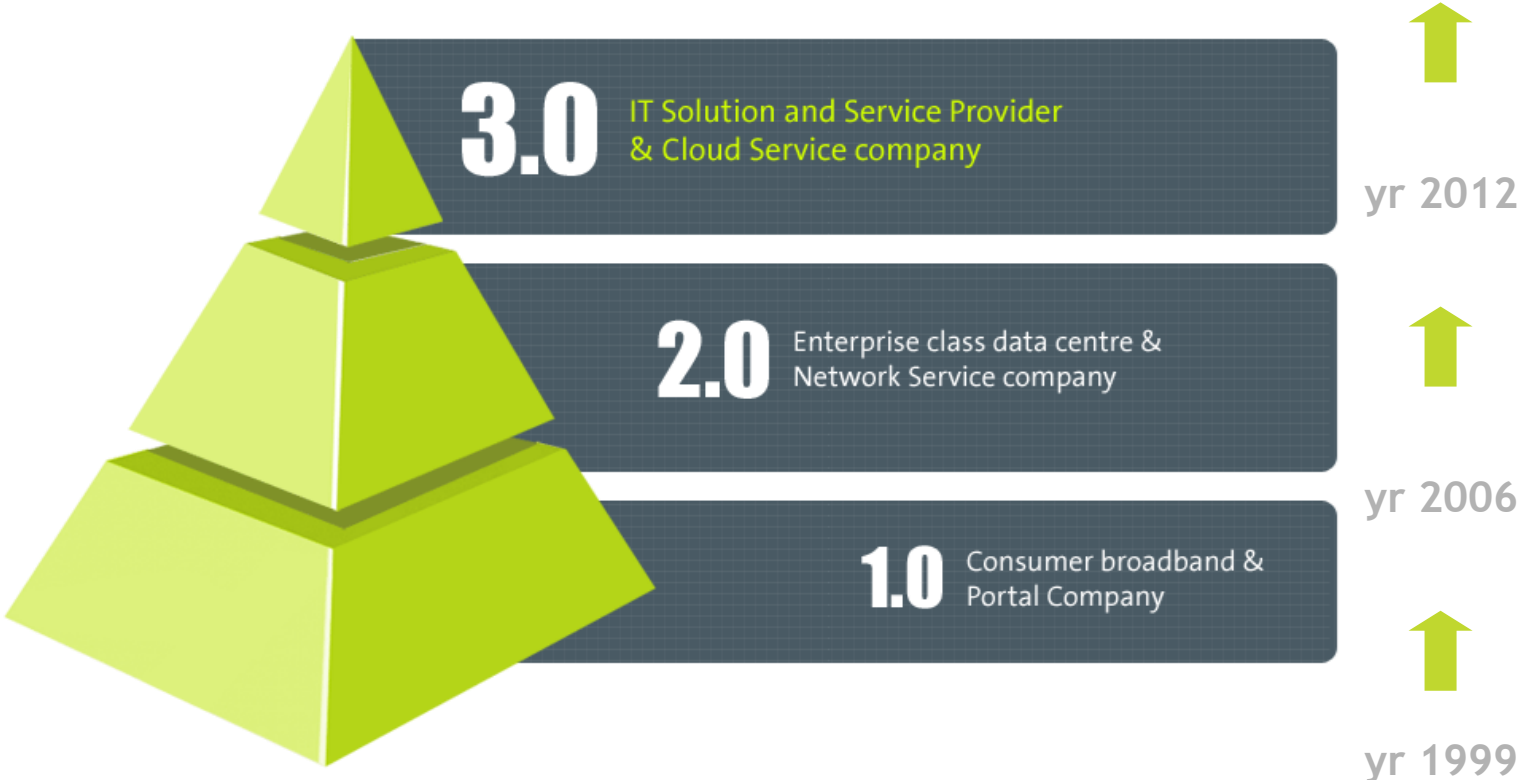




we are **sify**

**investor** presentation – **FY 2017 - 18**

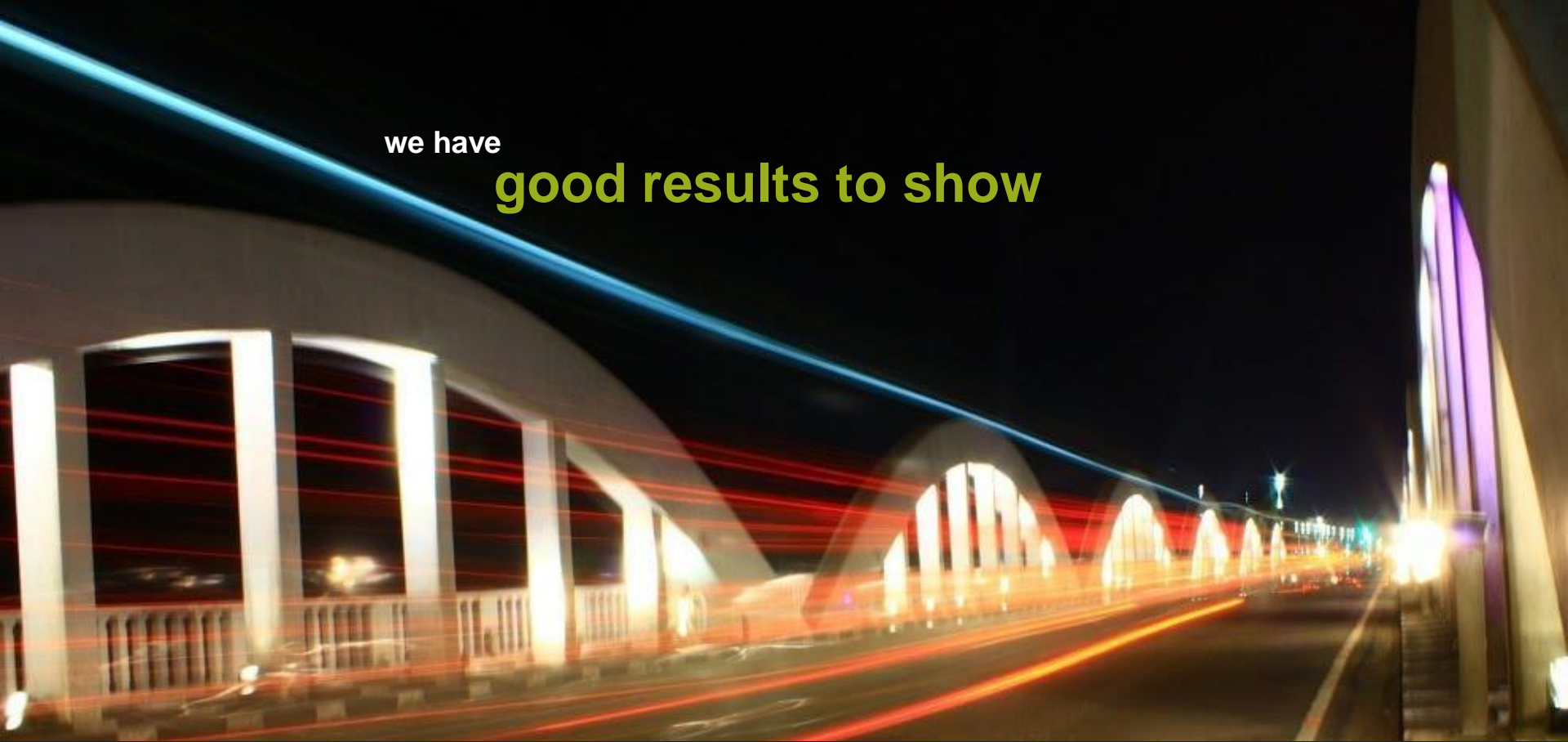


“We are building a world in which our converged ICT ecosystem and our ‘bring it on’ attitude will be the competitive advantage to our customers”

**Raju Vegesna**

Chairman, Sify Technologies Limited

- Revenue crosses **US\$ 300 Mn +** (INR 2000 + Cr) in FY 2017 - 18
- DC centric IT Services **now contributes more than 50%** of the overall revenue (**CAGR of 31%** over last 5 years).
- **Revenue Growth : CAGR 19% over last 5 years.**
- **EBITDA Growth : CAGR 16% over last 5 years.**
- **PAT : CAGR 30% over last 5 years.**
- Cash balance at the end of the year US \$ 35 Mn (INR 227+ Cr)
- Consistently generating Profit for **20 quarters.**
- Board has recommended Dividend distribution to shareholders for **fifth consecutive year** for FY 17 - 18.
- Continued investment to support growth in
  - Infrastructure and tools (Capital expenditure) and
  - Skill development of associates (Revenue expenditure).
- Credit Rating : Long term A+, Short term A1+
  - 2012 to 2018 : BBB- to A+ ( **5 levels improvement in 6 years**)
- Completed 18 continuous years of listing on the NASDAQ stock market.



we have

**good results to show**

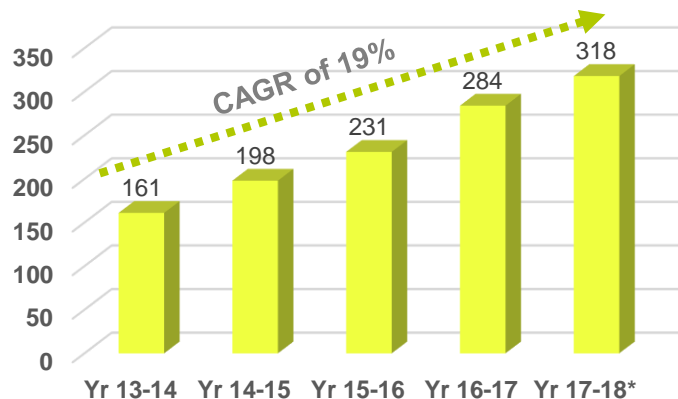
**part 2**

# financial metrics – in \$ Mil

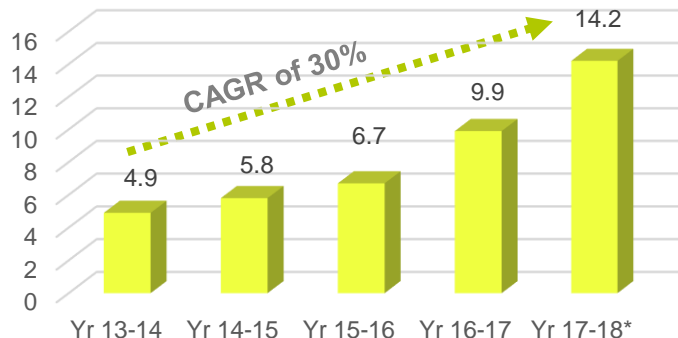
in constant currency 1 USD @ INR 65



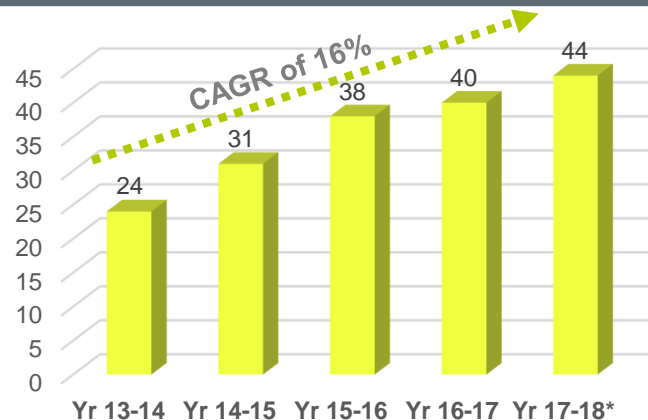
## Revenue



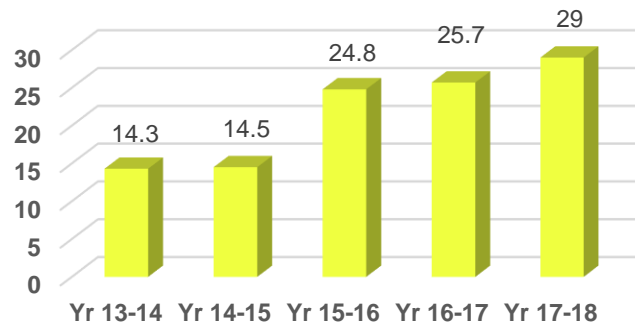
## PAT



## EBITDA



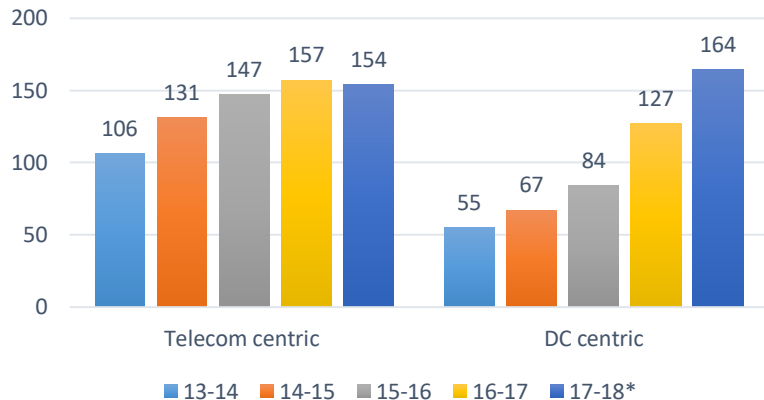
## Capex Spent



# segment-wise performance

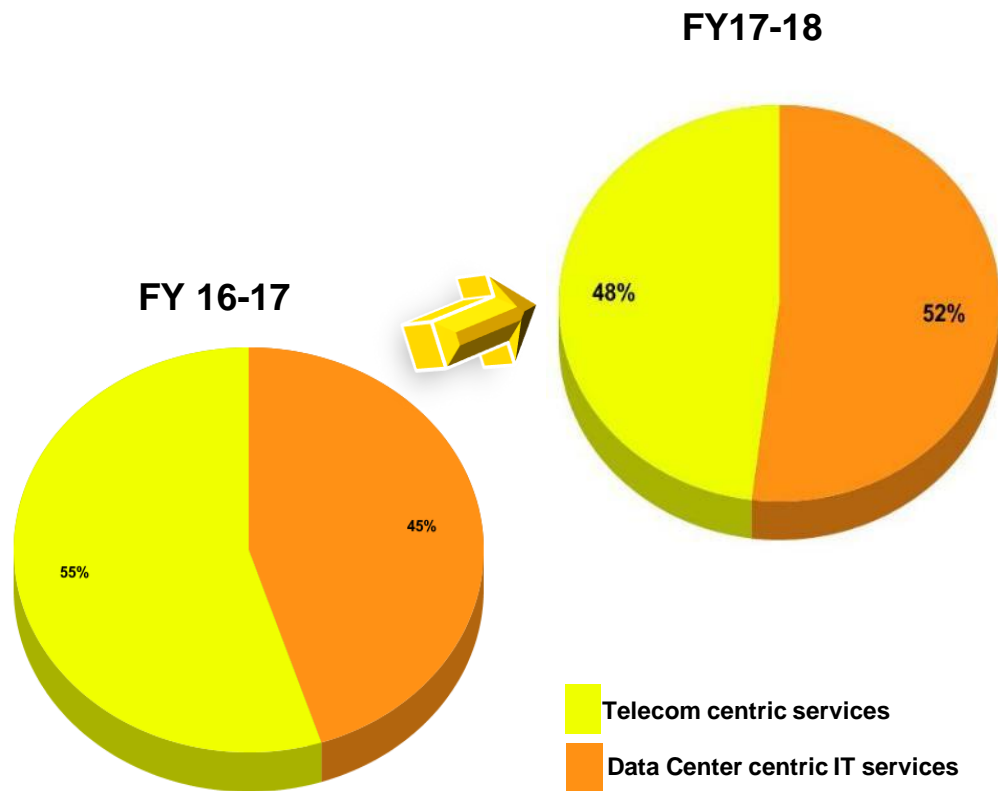
in constant currency 1 USD @ INR 65

Revenue \$ Mn



Revenue from IT Services has grown over the past 5 Years at a CAGR of 31%

IT Services revenue accounts for 52% of the revenue of the company




# operating performance and financial position

in constant currency 1 USD @ INR 65

## Operating Performance

	USD in Mn			
Details	2014 - 15	2015 - 16	2016 - 17	2017 - 18*
<b>Revenue</b>	<b>198</b>	<b>231</b>	<b>284</b>	<b>318</b>
Direct costs	119	140	183	207
SG&A	48	54	61	68
<b>EBITDA</b>	<b>31</b>	<b>38</b>	<b>40</b>	<b>44</b>
Depreciation and amortisation	20	25	27	27
Net Finance Expenses	7	8	5	6
Other Income	(1)	(2)	(2)	(3)
<b>Profit after tax</b>	<b>6</b>	<b>7</b>	<b>10</b>	<b>14</b>



A long-exposure photograph of a bridge at night. The bridge features a series of white arches supported by pillars, which are illuminated from below. A bright blue light trail curves along the top of the bridge structure. On the road surface, there are prominent red and orange light trails from moving vehicles. The sky is dark, and the overall scene is a blend of architectural lighting and motion blur.

we have

**the complete ICT ecosystem**

**part 3**

## Data Center centric IT services

## Telecom centric services

### Telecom Services

- India Data Business
- Global Data Business
- Wholesale Voice

### Data Center Services

- Colocation Services
- White Labelling
- Hosting

## Technology Integration Services

- Data Center Transformation
- Network Integration
- Information Security Services
- Collaboration Services
- End User Computing Services
- Collaboration Tools

## Applications Integration Services

- iTest
- eLearning
- App Testing
- Portal
- App Development & Maintenance
- Managed SAP, Oracle & Microsoft Services

## Cloud & Managed Services

- IaaS, PaaS, SaaS
- Managed DC services
- Managed Security Services
- Managed Network Services

# our India footprint

7 global PoPs

3000  
Network Nodes  
Across India

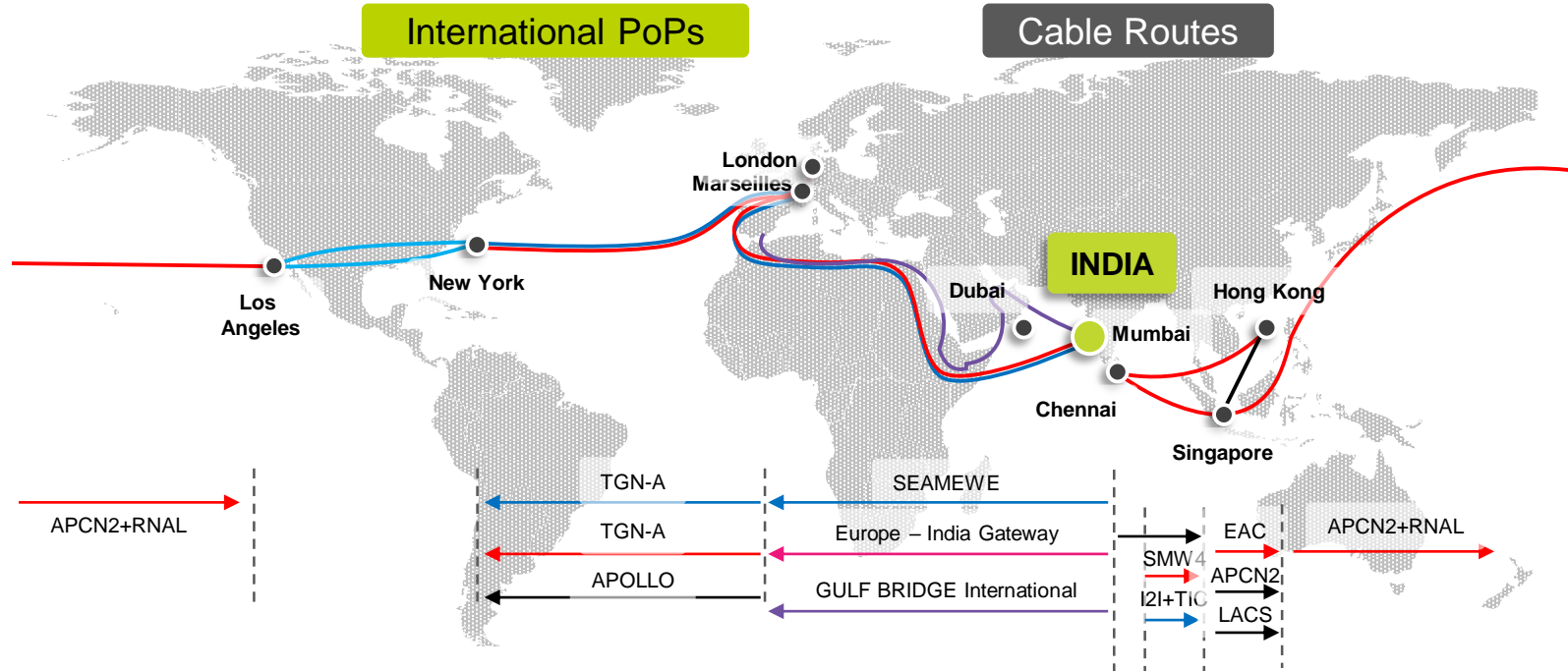
1600  
Cities Coverage

100000+  
Enterprise  
Customer Circuits

100G-capable  
access rings in 7  
metro cities

3 tier  
hierarchical  
topology for  
better scalability





Provides Oceanic – Level Redundancy on both Trans-Atlantic & Trans-Pacific Routes

our data centers

sify

**45 DCs**  
CONNECTED  
THROUGH OUR  
NETWORK

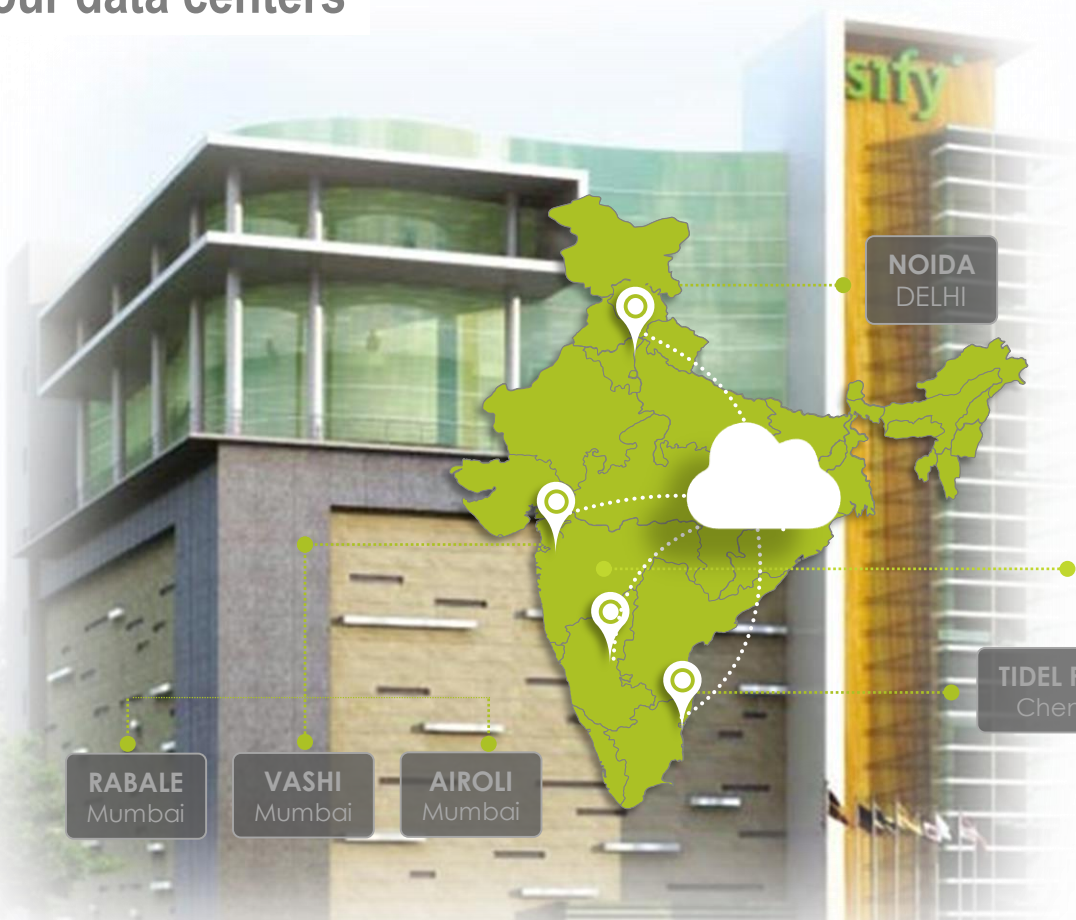
**6 OWNED**

**47 MVA capacity**

**> 2 LAKH Sq.ft**

**6 owned DCs &  
15 DCs for others**

**6 STATE DCs**



## Current Services

### IaaS

InfinitCompute  
InfinitStorage  
InfinitNetwork  
InfinitSecurity  
InfinitProtect  
InfinitAnalytics

### PaaS

Win/LNX/SQL/JBOSS

Utility Compute  
Private Cloud  
Virtualization & IT  
Transformation

Sify  
Cloudinfinite  
(Public Cloud)

Private / Hybrid Cloud,  
DR as a Service  
VDI as a Service  
  
SaaS offerings

## Future

Cloud  
Federation,  
White-label,  
Pvt. Cloud as  
Service

Cloud Services  
(IaaS / PaaS)

Horizontal Stack  
For IT Outsourcing

Integrated Cloud  
Computing  
(Infra-Platform-specific)

Cloud Federation  
(Business-connected)

Self Service-Automated-Metered  
Integrated/Hybrid Cloud

Federated-Open Cloud



Media



Telecom, IT & Public Services



BFSI



Education & Institutes



Government & PSUs



Retail & Manufacturing

## Talent Management

Recruitment Automation

Admission Management

Skill & Assessment

Learning Content Development

## Sales & Distribution

Sales-Force Automation

Distribution & Dealer Mgmt

BI & Enterprise Application Integration

Supplier & Procurement Automation

## e-Learning

Consulting Services

Learning Technology Services

Custom Content Solutions

## Portals

Web Presence Solutions

Self Servicing Portals & HRMS

ecommerce Solutions

Web Maintenance Packages

## SAP

SAP Implementation Services

Enterprise Cloud for SAP

SAP AMS Services

SAP Licenses

## Practises Microsoft

Azure Services – Storage, Backup, ASR, BI, IoT

SQLaaS

O365 & Enterprise Mobility + Security with SFB + PSTN

Dynamics 365

## Oracle

Oracle PaaS – Resell & Services

Oracle IaaS

Oracle SaaS- HR/Sales Cloud

Oracle On-Premise

Delivery Models



Cloud



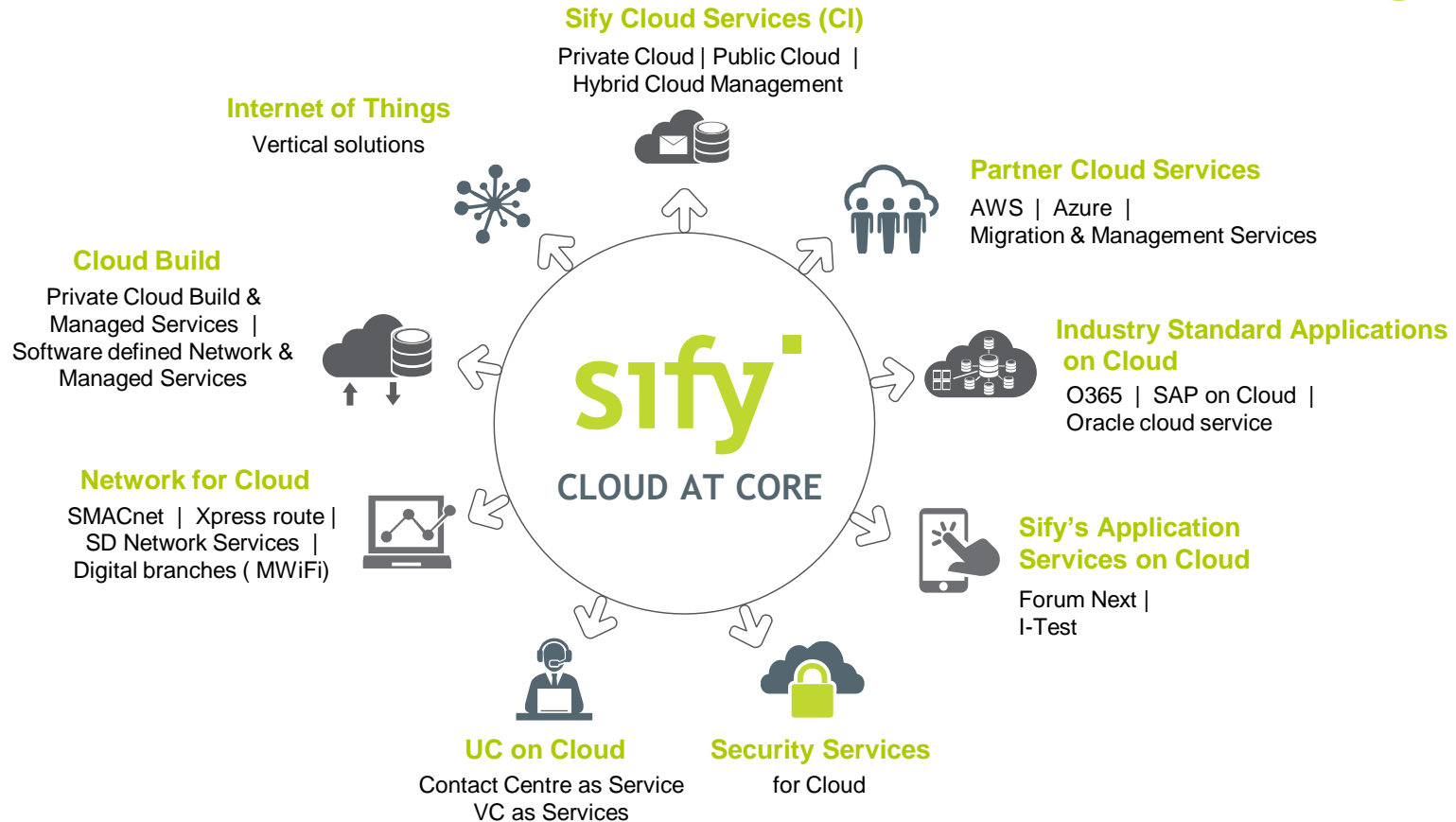
Mobile



On premise



SaaS





elevated as 'Challenger'



## MAGIC QUADRANT

for Cloud-Enabled  
Managed Hosting  
Asia/Pacific, 2017



## Telecom centric services

### telecom services

- Coverage – 1600 Cities and towns
- Number of customer circuits – 100,000+
- Managed endpoints – 35K +
- Number of PoPs – 3000 (domestic) & 7 (international)
- Subscribed bandwidth - 360 Gbps
- Dark fibre (point to point) – 5300+ miles
- 18 million mu miles from EIG.
- MENA and GBI (Cable Landing Station ownership in India) – capacity in IRU (Indefeasible Right of Use) – 100+ Gigs
- Leased international capacity in submarine cables like TIC, i2i, FEA 1, BBG
- Domestic – 16000 kms – leased fibre

## Data Center centric IT services

### Data Center services

- Competitor DCs connected – 39
- Number of customers with 50+ racks - 10
- Allotted power capacity – 47 MVA
- Cumulative Capacity >200,000 sq.ft

### applications integration services

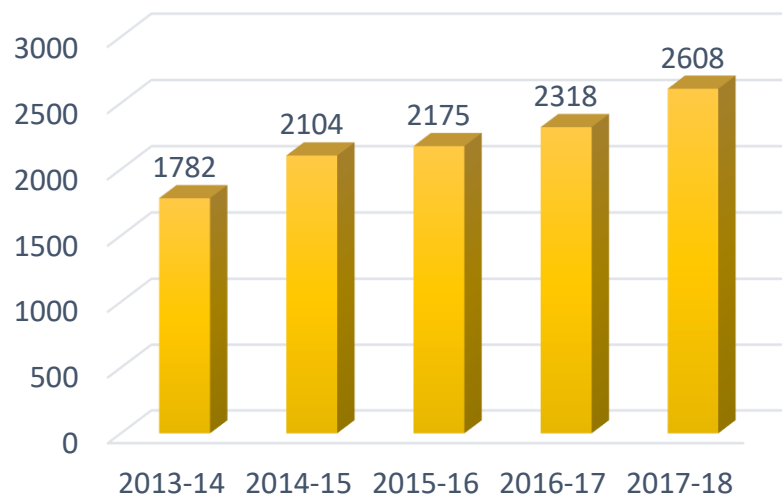
- 10 Million iTests, 101 cities, 407 centers
- Automated inventory & supply chain management on Cloud

### cloud & managed services

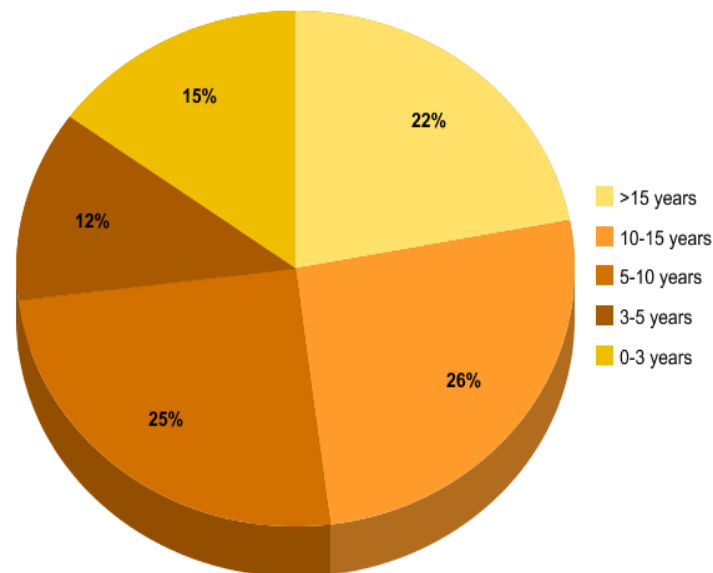
- Number of Cores – 10K+
- Total storage – 5 Petabytes

# non-financial metrics - people

## Growing workforce

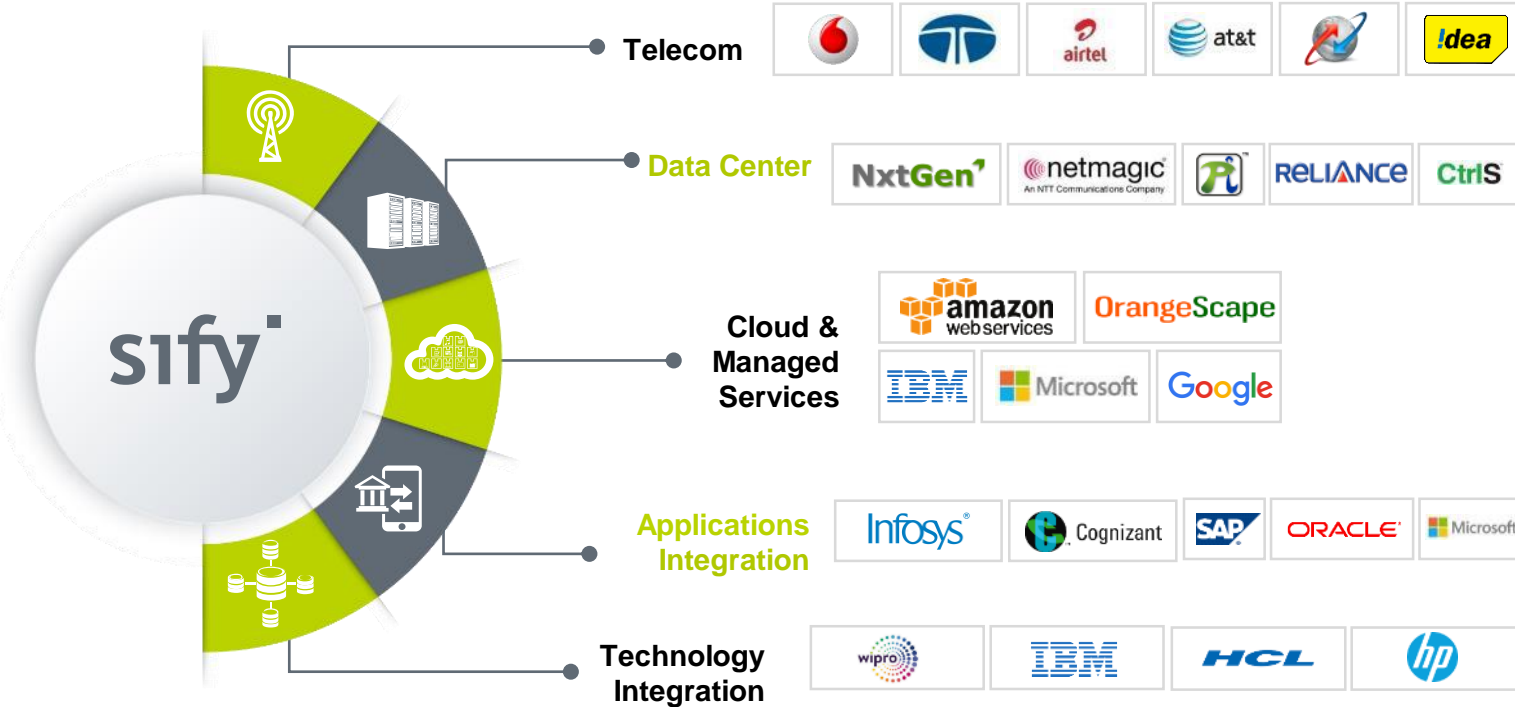


## Total experience of workforce



# market landscape

## competitors/ partners



## INFERENCE

Sify is the only player with strengths across the entire ICT eco-system.

Most of the Technology Integration players are born-again system integration specialists migrating from their legacy offerings.

In those instance, where clients are comfortable, with global alignments, our partnerships help to achieve those. For e.g. SAP, Oracle, Microsoft

## The largest MPLS network in the world for the Department of Posts, India

### Key Reason for INDIA POST to Partner with SIFY

Agile and Competent Partner having pan India reach

### Sify provides the Scale for Complete Digital Transformation

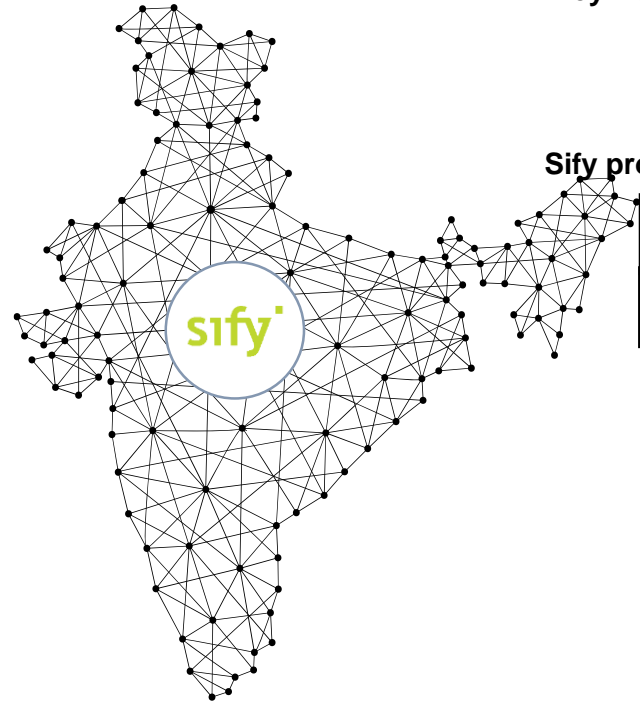
Enabling Service Delivery through connecting **28000+** Post Offices through a single MPLS fabric

Managing the entire operations **24\*7** including rural and remote locations

### Benefits for INDIA POST

Transforming India Post from a **legacy Postal Organization** to A New Age **Banking & Logistics Conglomerate**

Perfect opportunity for last-mile touch points -  
**e-governance, banking, insurance and communication**



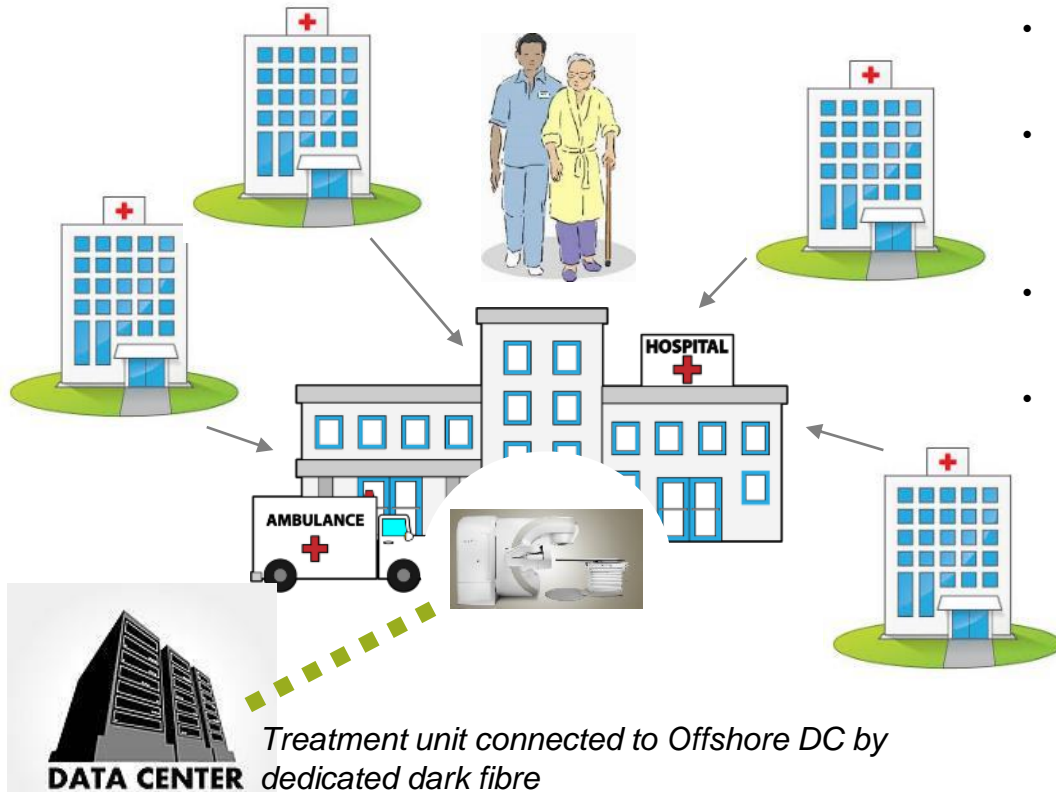
The largest online recruitment examination conducted for Staff Selection Commission, India



## The first Pay-per-Module, Pay-per-transaction model for a Uttar Pradesh Power Corporation



## The world's first location and specialist-agnostic cancer care treatment on Private Cloud




- Client subscribes to the software rather than buying it.
- Single dashboard serves all patient information across the networked hospitals.
- Records are permanently archived
- Facilitates the use of evidence-based protocols and tools
- The patient can go to any of the networked hospitals.
- Case referred to a team of doctors all empanelled on the same platform.
- The Sr. Doctor can direct the schedule and the quantity of the radiation to the team at the location.
- Makes both the patient and doctor location-agnostic.
- Scheduling of treatment is no more Doctor-dependent



# our customers

sify



A long-exposure photograph of a bridge at night. The bridge features a series of white arches supported by pillars. A bright blue light trail curves across the top of the frame. Red and orange light trails from moving vehicles are visible on the bridge deck. The scene is illuminated by warm white lights from the bridge's structure and streetlights.

we are

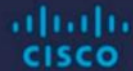
at the right place, at the right time

part 4

	What is it?	Where are we?	Details
<b>Jan Dhan Yojana</b>	One bank per family	310 million accounts (Feb 2018)	Deposits cross USD 12.31 Billions
<b>Aadhar card</b>	Unique identifying authority on the lines of SSN	1.1 billion residents enrolled	INR 870 million bank accounts connected to Aadhar cards. 80% of existing bank accounts
<b>Smartphone connections</b>	Phones through which internet services is availed like banking	300 million smartphones access banking services. Will add 176 million new users in the next 5 years	85.7% linked to Aadhar card

**1 Billion Aadhar cards linked to 1 Billion bank accounts and 1 Billion mobile phones**





## VNI Forecast India 2015-2020



### THE 2020 FORECAST

2015

2020



#### MORE INTERNET USERS

327M 25% of India online  
603M 43% of India online



#### MORE DEVICES & CONNECTIONS

1.3B  
1.9B



#### FASTER BROADBAND SPEED

5.1MBPS  
12.9MBPS



#### MORE VIDEO VIEWING

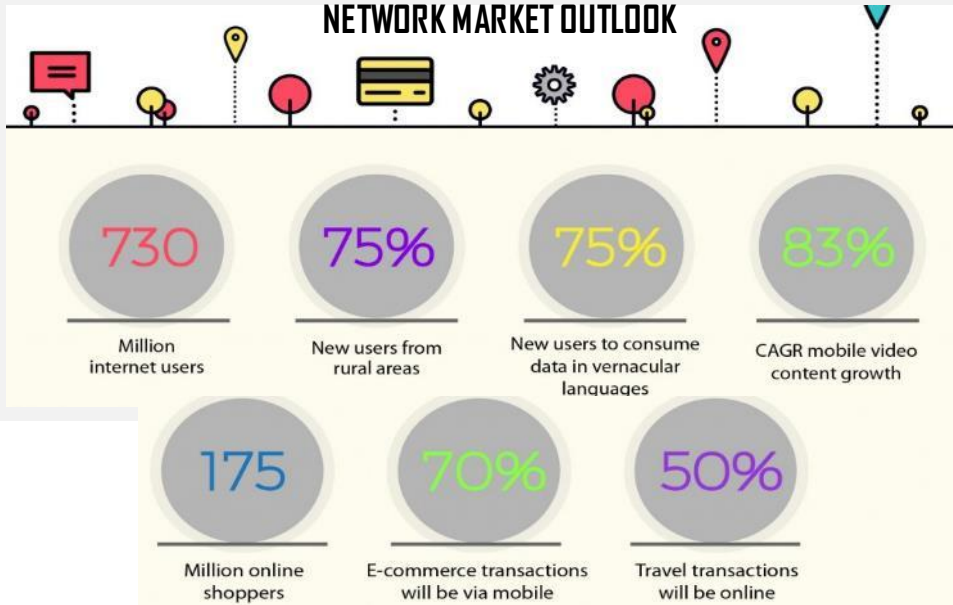
63%  
81%

### Data centre market in India\*:

- Enterprise networking and storage registered a growth of 5.5 % and 10 % respectively as compared to the previous year.
- India became the 2nd largest market for data centre infrastructure and the second fastest growing market in APAC last year.
- In 2010, digital data in India was around 40,000 petabytes which are expected to increase up to 2.3 million petabytes by 2020 — twice as fast as the global rate.
- The Indian Government is planning to spend \$7 \$7 billion on their IT products and services this year, 3.1 % over the previous year.



## NETWORK MARKET OUTLOOK



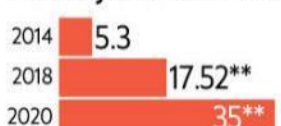
## India's e-commerce potential

Online buyers  
(in million)



\*expected to cross

Industry size (in \$ billion)



\*\*expected to reach

Population

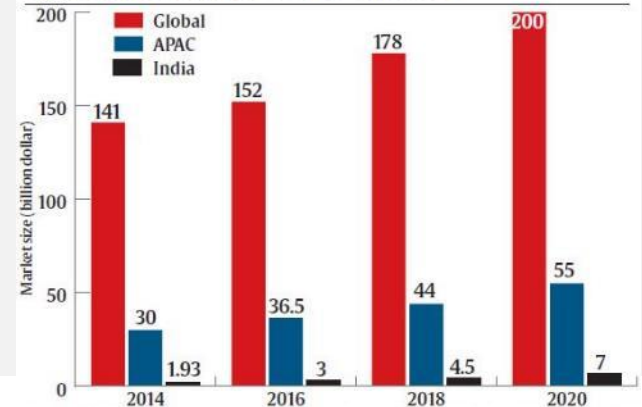
**1.4bn**  
by 2020, half of  
it middle-class

Internet users

**600mn**  
Expected to reach by 2020

: Assocham-Resurgent India study, EY

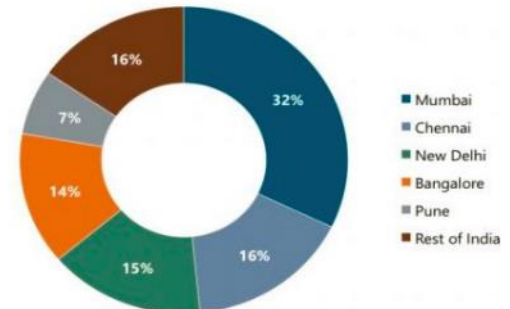
## DATA CENTRE MARKET OUTLOOK 2014-2020



Figures in \$ billion

Source: Gartner, IDC and Cyber Media Research

## Comparison of Top Indian Datacenter Markets



Source: IDC Research's Datacenter KnowledgeBase, 2017

451 Research

